A3940-1.5U

**College Placement Council, Inc.** 62 Highland Avenue / Bethlehem, PA 18017

# CPC Salary Survey

REGIONAL Report No. 3 April 1991

## SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Averett College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
East Carolina University
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida Institute of Technology
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
University of Louisville - Engineering
Mars Hill College
Mary Washington College
Memphis State University
Mercer University - Atlanta
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
University of Montevallo
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Institute of Paper & Science
Presbyterian College
Queens College
Randolph-Macon Woman's College
Ringling School of Art & Design
Rollins College
St. Augustine's College
Samford university
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
University of South Carolina - Coastal
University of South Carolina - Spartanburg
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt University - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
West Georgia College
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1990 and August 31, 1910. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (March 8, 1991, through April 5, 1991) and cumulatively (September 1, 1990, and April 5, 1991).

Copyright 1990 by The College Placement Council, Inc.
No part of this publication may be used, adapted, or reproduced in any manner whatsoever without written permission.
ISSN 1048-7719

# BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

## INTERIM PERIOD 3/8/91 THROUGH 4/5/91

## CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

| BY CURRICULUM FOR ALL TYPES OF EMPLOYERS | NUMBER OF OFFERS REGIONAL | NUMBER OF OFFERS NATIONAL | AVERAGE $ OFFERS REGIONAL | AVERAGE $ OFFERS NATIONAL | PERCENTILES' 90TH | PERCENTILES' 50TH | PERCENTILES' 10TH | NUMBER OF OFFERS REGIONAL | NUMBER OF OFFERS NATIONAL | AVERAGE $ OFFERS REGIONAL | AVERAGE $ OFFERS NATIONAL | PERCENTILES' 90TH | PERCENTILES' 50TH | PERCENTILES' 10TH |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **BUSINESS** | | | | | | | | | | | | | | |
| ACCOUNTING | 62 | 574 | $24632 | $26200 | $29000 | $25350 | $18872 | 156 | 1888 | $25347 | $26675 | $29700 | $26000 | $20195 |
| BUSINESS ADMIN (INCL MGMT | 23 | 158 | 22101 | 23583 | 26000 | 21000 | 18000 | 73 | 496 | 22166 | 23354 | 30000 | 21000 | 17000 |
| DISTRIBUTION MANAGEMENT | + | 1 | + | 24000 | | | | + | 9 | + | 27211 | | | |
| ECONOM & FINANCE (BANKING | 30 | 237 | 23799 | 26242 | 28200 | 24000 | 18900 | 69 | 618 | 23130 | 25520 | 27600 | 23000 | 18000 |
| HOTEL/RESTAURANT MGMT. | + | 1 | + | 22000 | | | | 7 | 39 | 19771 | 21121 | * | * | * |
| HUMAN RSRCS (incl LABOR R | 2 | 7 | 22500 | 22929 | * | * | * | 25 | 50 | 22454 | 23885 | 25000 | 24000 | 18000 |
| MANAGEMENT INFO SYSTEMS | + | 101 | + | 28043 | | | | 15 | 197 | 25451 | 28044 | * | * | * |
| MARKETING/MARK MGMT (RESR | 52 | 215 | 22771 | 23554 | 28500 | 22559 | 18000 | 117 | 584 | 23260 | 23723 | 30000 | 22750 | 18000 |
| REAL ESTATE | + | 1 | + | 21000 | | | | 2 | 5 | 18910 | 20264 | * | * | * |
| **COMMUNICATIONS** | | | | | | | | | | | | | | |
| ADVERTISING | 3 | 6 | 18600 | 18917 | * | * | * | 9 | 39 | 20578 | 21478 | * | * | * |
| COMMUNICATIONS | 4 | 36 | 21500 | 21960 | * | * | * | 10 | 116 | 20385 | 21733 | * | * | * |
| JOURNALISM | 4 | 15 | 15325 | 20531 | * | * | * | 10 | 66 | 17850 | 19422 | * | * | * |
| TELECOMMUN/BROADCASTING | + | 8 | + | 21650 | | | | 1 | 22 | 24000 | 23109 | * | * | * |
| **EDUCATION** | | | | | | | | | | | | | | |
| ELEMENTARY EDUCATION | + | 36 | + | 20006 | | | | 38 | 198 | 22700 | 19963 | 26000 | 25100 | 18600 |
| PRE-ELEMENTARY EDUCATION | + | 6 | + | 12967 | | | | 7 | 27 | 22035 | 16647 | * | * | * |
| PHYSICAL EDUCATION | 1 | 5 | 23000 | 21978 | * | * | * | 6 | 21 | 21325 | 19120 | * | * | * |
| SPECIAL EDUCATION | + | 8 | + | 20831 | | | | 6 | 39 | 22139 | 22956 | * | * | * |
| **HOME ECONOMICS** | | | | | | | | | | | | | | |
| HUMAN ECOLOGY (HOME ECONO | 3 | 5 | 22833 | 21100 | * | * | * | 5 | 12 | 21500 | 19392 | * | * | * |
| TEXTILES & CLOTHING | 2 | 5 | 25250 | 23600 | * | * | * | 4 | 27 | 25325 | 21241 | * | * | * |
| MERCHANDISING MANAGEMENT | + | + | + | + | | | | 4 | 24 | 20200 | 21388 | * | * | * |
| **HUMANITIES** | | | | | | | | | | | | | | |
| FOREIGN LANGUAGES | + | 2 | + | 23250 | | | | 1 | 16 | 18850 | 21220 | * | * | * |
| LETTERS (incl English, Li | 2 | 10 | 21250 | 22641 | * | * | * | 14 | 58 | 20286 | 21734 | * | * | * |
| VISUAL & PERFORMING ARTS | 2 | 5 | 22700 | 23800 | * | * | * | 4 | 44 | 22500 | 19873 | * | * | * |
| HUMANITIES - OTHER | + | 5 | + | 21360 | | | | 3 | 37 | 19833 | 21789 | * | * | * |
| **SOCIAL SCIENCES** | | | | | | | | | | | | | | |
| CRIMINAL JUSTICE | 1 | 9 | 16500 | 20455 | * | * | * | 4 | 39 | 20735 | 20759 | * | * | * |
| HISTORY | 2 | 4 | 23000 | 22000 | * | * | * | 6 | 25 | 21950 | 20629 | * | * | * |
| POLITICAL SCIENCE/GOVT | 4 | 14 | 26500 | 23030 | * | * | * | 11 | 66 | 23838 | 21998 | * | * | * |
| PSYCHOLOGY | 3 | 21 | 20157 | 20416 | * | * | * | 9 | 83 | 18211 | 19250 | * | * | * |
| SOCIOLOGY | 2 | 4 | 12700 | 15878 | * | * | * | 6 | 38 | 18103 | 18943 | * | * | * |
| SOCIAL SCIENCES-OTHER | + | 6 | + | 21360 | | | | 9 | 59 | 18587 | 19456 | * | * | * |
| **ENGINEERING** | | | | | | | | | | | | | | |
| AEROSPACE & AERONAUTICAL | 4 | 22 | 28134 | 30087 | * | * | * | 4 | 85 | 28134 | 30188 | * | * | * |
| AGRICULTURAL | + | 6 | + | 30667 | | | | + | 20 | + | 31350 | | | |
| ARCHITECTURAL | + | 9 | + | 29804 | | | | + | 33 | + | 30709 | | | |
| BIOENGINEERING & BIOMEDIC | + | 2 | + | 30000 | | | | + | 6 | + | 27917 | | | |
| CHEMICAL | 7 | 384 | 36440 | 37002 | * | * | * | 11 | 812 | 36405 | 37178 | * | * | * |
| CIVIL | 8 | 101 | 31656 | 30703 | * | * | * | 30 | 434 | 30523 | 29764 | 36000 | 29750 | 28000 |
| COMPUTER | 7 | 28 | 32014 | 31593 | * | * | * | 13 | 87 | 30308 | 32126 | * | * | * |
| ELECTRICAL/ELECTRONIC | 53 | 326 | 32691 | 33060 | 37260 | 34000 | 26525 | 77 | 875 | 31973 | 33049 | 37000 | 32800 | 26500 |

continued

# BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

## INTERIM PERIOD 3/8/91 THROUGH 4/5/91

## CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

| BY CURRICULUM FOR ALL TYPES OF EMPLOYERS | NUMBER OF OFFERS REGIONAL | NUMBER OF OFFERS NATIONAL | AVERAGE $ OFFERS REGIONAL | AVERAGE $ OFFERS NATIONAL | PERCENTILES* 90TH | PERCENTILES* 50TH | PERCENTILES* 10TH | NUMBER OF OFFERS REGIONAL | NUMBER OF OFFERS NATIONAL | AVERAGE $ OFFERS REGIONAL | AVERAGE $ OFFERS NATIONAL | PERCENTILES* 90TH | PERCENTILES* 50TH | PERCENTILES* 10TH |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **ENGINEERING (continued)** | | | | | | | | | | | | | | |
| ENVIRONMENTAL ENGINEERING | + | + | + | + | | | | + | 2 | + | $29700 | | | |
| INDUSTRIAL | 10 | 79 | $31435 | $32440 | * | * | * | 12 | 206 | $31579 | 32179 | * | * | * |
| MECHANICAL | 47 | 352 | 32189 | 33835 | $36600 | $33000 | $26000 | 79 | 1034 | 31818 | 33980 | $36500 | $32400 | $26252 |
| METALLURGICAL | 1 | 27 | 32400 | 33424 | * | * | * | 3 | 77 | 31467 | 33688 | * | * | * |
| MINING (INCL GEOLOGICAL) | + | 4 | + | 31900 | | | | + | 36 | + | 31116 | | | |
| NUCLEAR | + | 5 | + | 32160 | | | | + | 13 | + | 32627 | | | |
| PETROLEUM | + | 29 | + | 35944 | | | | + | 126 | + | 38467 | | | |
| TEXTILE | + | + | + | + | | | | + | + | + | + | | | |
| ENGINEERING TECHNOLOGY | 2 | 43 | 29200 | 26856 | * | * | * | 8 | 107 | 26900 | 27839 | * | * | * |
| INDUSTRIAL TECHNOLOGY | + | + | + | + | | | | + | 12 | + | 26042 | | | |
| **AGRICULTURAL & NATURAL RESOURCES** | | | | | | | | | | | | | | |
| AGRIBUSINESS | 1 | 12 | 22500 | 21995 | * | * | * | 2 | 47 | 19500 | 22115 | * | * | * |
| ANIMAL SCIENCES | 1 | 3 | 19500 | 23000 | * | * | * | 2 | 23 | 20670 | 21528 | * | * | * |
| PLANT SCIENCES | + | + | + | + | | | | + | 6 | + | 21413 | | | |
| NATURAL RESOURCES | 1 | 3 | 17400 | 21133 | * | * | * | 1 | 9 | 17400 | 21307 | * | * | * |
| OTHER AGRICULTURAL SCIENC | 2 | 3 | 22100 | 22401 | * | * | * | 3 | 23 | 26400 | 25440 | * | * | * |
| **COMPUTER SCIENCE** | | | | | | | | | | | | | | |
| COMPUTER SCIENCE | 6 | 170 | 30207 | 30900 | * | * | * | 31 | 470 | 27925 | 30258 | 33020 | 28680 | 22000 |
| COMPUTER PROGRAMMING | 3 | 5 | 29900 | 29440 | * | * | * | 10 | 17 | 30640 | 28914 | * | * | * |
| INFORMATION SCIENCES & SY | 5 | 26 | 29116 | 29499 | * | * | * | 19 | 127 | 26812 | 29020 | * | * | * |
| SYSTEMS ANALYSIS | 1 | 1 | 24960 | 24960 | * | * | * | 2 | 4 | 23480 | 22640 | * | * | * |
| **HEALTH SCIENCES** | | | | | | | | | | | | | | |
| ALLIED HEALTH | + | 3 | + | 21943 | | | | 2 | 59 | 18992 | 27774 | * | * | * |
| HEALTH SCIENCES | 2 | 3 | 18324 | 20216 | * | * | * | 3 | 27 | 17549 | 21095 | * | * | * |
| NURSING | 3 | 19 | 30267 | 33294 | * | * | * | 4 | 56 | 28700 | 28054 | * | * | * |
| PHARMACY | + | + | + | + | | | | 25 | 27 | 39483 | 39633 | 43000 | 39520 | 37000 |
| **SCIENCES** | | | | | | | | | | | | | | |
| ACTUARIAL | + | 1 | + | 33240 | | | | + | 5 | + | 26828 | | | |
| ARCHITECTURAL & ENVIRONME | + | 5 | + | 27860 | | | | 3 | 16 | 28567 | 26463 | * | * | * |
| BIOLOGICAL | 3 | 12 | 17147 | 17865 | * | * | * | 6 | 37 | 17543 | 20103 | * | * | * |
| CHEMISTRY | 2 | 24 | 31350 | 28572 | * | * | * | 3 | 47 | 26900 | 27716 | * | * | * |
| GEOLOGY & GEOLOGICAL SCI | + | 8 | + | 31450 | | | | + | 22 | + | 28525 | | | |
| MATHEMATICS | 5 | 21 | 27639 | 29409 | * | * | * | 10 | 68 | 25306 | 26213 | * | * | * |
| PHYSICS | + | 7 | + | 28098 | | | | 2 | 13 | 30250 | 28176 | * | * | * |
| OTHER PHYSICAL & EARTH SC | + | 1 | + | 26000 | | | | + | 4 | + | 20637 | | | |
| POLYMER SCIENCE | + | + | + | + | | | | + | + | + | + | | | |
| TEXTILE SCIENCE | + | + | + | + | | | | + | + | + | + | | | |
| TOTALS | 376 | 3249 | | | | | | 996 | 10014 | | | | | |

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

# BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

| BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS | INTERIM PERIOD 3/8/91 THROUGH 4/5/91 | | | | | | | CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES' | | | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES' | | |
| | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH |
| **FINANCE** | | | | | | | | | | | | | | |
| ACCOUNTING (PUBLIC) | 34 | 440 | $26121 | $26922 | $30000 | $26500 | $22200 | 106 | 1452 | $26486 | $27250 | $30000 | $26850 | $24000 |
| ACCOUNTING (PRIVATE) | 25 | 148 | 23281 | 24583 | 27500 | 23500 | 18000 | 53 | 488 | 22671 | 24800 | 27500 | 22500 | 17000 |
| COMMERCIAL BANKING (CNSMR | 5 | 20 | 21170 | 22113 | * | * | * | 15 | 44 | 21757 | 21978 | * | * | * |
| COMMERCIAL BANKING (LENDG | + | 27 | + | 24981 | | | | + | 58 | + | 24107 | | | |
| INVESTMT BANKING (CORP FN | + | 10 | + | 29970 | | | | 3 | 20 | 25500 | 27875 | * | * | * |
| INVESTMT BANKNG (M & A) | + | 1 | + | 33000 | | | | + | 2 | + | 28500 | | | |
| INVESTMT BANKG (REAL EST) | + | + | + | + | | | | 1 | 4 | 17500 | 18875 | * | * | * |
| INVESTMT BANKG (SALES & T | 1 | 9 | 18500 | 22310 | * | * | * | 1 | 15 | 18500 | 22439 | * | * | * |
| FINANCIAL/TREASURY ANALYS | 10 | 75 | 21644 | 27348 | * | * | * | 14 | 212 | 23067 | 26655 | * | * | * |
| PORTFOLIO MGMT/BROKERAGE | 4 | 12 | 21000 | 20822 | * | * | * | 5 | 23 | 21400 | 21655 | * | * | * |
| UNDERWRITING | 4 | 27 | 22675 | 24899 | * | * | * | 15 | 82 | 22167 | 24056 | * | * | * |
| INSURANCE - CLAIMS | 1 | 17 | 21000 | 22332 | * | * | * | 12 | 62 | 21623 | 22483 | * | * | * |
| **COMMUNICATIONS** | | | | | | | | | | | | | | |
| DESIGN/GRAPHIC ARTS | 4 | 5 | 18600 | 18720 | * | * | * | 4 | 18 | 18600 | 19429 | * | * | * |
| MEDIA PLANNING | 1 | 3 | 18500 | 21100 | * | * | * | 1 | 5 | 18500 | 25460 | * | * | * |
| REPORTING | 2 | 3 | 11900 | 13133 | * | * | * | 3 | 13 | 12587 | 14975 | * | * | * |
| PRODUCTION | + | 7 | + | 29543 | | | | 1 | 36 | 14016 | 24706 | * | * | * |
| PUBLIC RELATIONS | + | 5 | + | 21923 | | | | 4 | 32 | 22954 | 19840 | * | * | * |
| WRITING / EDITING | + | 3 | + | 19967 | | | | 2 | 22 | 22750 | 19864 | * | * | * |
| **MARKETING** | | | | | | | | | | | | | | |
| ADVERTISING | 1 | 6 | 13000 | 19917 | * | * | * | 2 | 20 | 14750 | 20465 | * | * | * |
| BRAND/PRODUCT MANAGEMENT | 15 | 44 | 23016 | 24185 | * | * | * | 16 | 85 | 23565 | 23932 | * | * | * |
| BUYER/MERCHANDISING | 3 | 36 | 22000 | 24572 | * | * | * | 9 | 126 | 21989 | 23303 | * | * | * |
| DISTRIBUTION | 2 | 12 | 27500 | 25337 | * | * | * | 6 | 34 | 23667 | 26362 | * | * | * |
| MARKET RESEARCH | 5 | 14 | 25680 | 24264 | * | * | * | 9 | 46 | 24711 | 24914 | * | * | * |
| PURCHASING | 1 | 5 | 26000 | 26844 | * | * | * | 2 | 20 | 22250 | 25270 | * | * | * |
| SALES | 29 | 183 | 23950 | 24974 | 29000 | 25000 | 18000 | 98 | 586 | 23909 | 25102 | 31000 | 24500 | 18000 |
| **PUBLIC ADMINISTRATION** | | | | | | | | | | | | | | |
| EXECUTIVE, LEGISL, & GENL | + | 1 | + | 20000 | | | | 1 | 20 | 17300 | 19876 | * | * | * |
| FINANC,TAXA, MONETARY POL | 2 | 10 | 22250 | 24853 | * | * | * | 8 | 47 | 23022 | 23040 | * | * | * |
| ECONOMIC PROGRAMS | 1 | 4 | 24000 | 22198 | * | * | * | 2 | 7 | 24000 | 22056 | * | * | * |
| LAW ENFORCEMENT | 6 | 12 | 23367 | 23399 | * | * | * | 9 | 32 | 22689 | 23152 | * | * | * |
| MILITARY | 2 | 4 | 23500 | 26625 | * | * | * | 7 | 28 | 24456 | 23817 | * | * | * |
| NATIONAL SECURITY | + | + | + | + | | | | + | 7 | + | 20229 | | | |
| URBAN / REGIONAL PLANNING | 1 | 2 | 32000 | 21720 | * | * | * | 3 | 8 | 23273 | 19104 | * | * | * |
| **ENGINEERING** | | | | | | | | | | | | | | |
| BIOENGINEERING | + | 2 | + | 30000 | | | | + | 6 | + | 26333 | | | |
| DESIGN / CONSTRUCT | 20 | 149 | 31073 | 30257 | 35000 | 32450 | 26000 | 44 | 502 | 30335 | 30779 | 34300 | 29750 | 26000 |
| ENVIRONMENTAL/SANITATION | 3 | 18 | 34267 | 31854 | * | * | * | 7 | 87 | 33196 | 30721 | * | * | * |
| MANUFACTURING/INDUSTRIAL | 29 | 196 | 31845 | 33948 | 36142 | 33400 | 26000 | 39 | 579 | 31697 | 33800 | 36100 | 32500 | 26000 |
| SYSTEMS / PROGRAMMING | 5 | 46 | 30396 | 32349 | * | * | * | 10 | 133 | 29568 | 32328 | * | * | * |
| POWER SYSTEMS | 3 | 34 | 32217 | 34807 | * | * | * | 11 | 123 | 31174 | 33179 | * | * | * |
| SOFTWARE DESIGN & DEVELOP | 4 | 43 | 30584 | 32158 | * | * | * | 10 | 112 | 29684 | 32283 | * | * | * |
| HARDWARE DESIGN & DEVELOP | 4 | 16 | 31322 | 32884 | * | * | * | 13 | 107 | 30564 | 33253 | * | * | * |

continued

# BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

| BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS | INTERIM PERIOD 3/8/91 THROUGH 4/5/91 | | | | | | | CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES* | | | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES* | | |
| | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH |
| **ENGINEERING (continued)** | | | | | | | | | | | | | | |
| RESEARCH & DEVELOPMENT | 18 | 87 | $34006 | $35220 | * | * | * | 20 | 203 | $33256 | $34006 | $38900 | $34650 | $27600 |
| TESTING | 2 | 24 | 26389 | 29680 | * | * | * | 6 | 96 | 28144 | 30524 | * | * | * |
| PROCESS ENGINEERING | 3 | 276 | 36025 | 37502 | * | * | * | 10 | 651 | 35085 | 37560 | * | * | * |
| PROJECT ENGINEERING | 26 | 217 | 33518 | 33411 | $37800 | $35250 | $29000 | 35 | 503 | 32752 | 34230 | 37500 | 33500 | 27000 |
| OTHER ENGINEERING | 14 | 307 | 32223 | 33141 | * | * | * | 22 | 791 | 31384 | 32700 | 36600 | 31290 | 27332 |
| **HEALTH CARE** | | | | | | | | | | | | | | |
| ADMINISTRATIVE (HEALTH C | + | 4 | + | 23125 | | | | 2 | 19 | 25000 | 24503 | * | * | * |
| INDUSTRIAL HYGIENE | + | + | + | + | | | | + | 2 | + | 23916 | | | |
| MEDICAL TECHNOLOGY | + | 3 | + | 18343 | | | | 2 | 29 | 19648 | 23854 | * | * | * |
| NURSES / PERSONAL CARE | 3 | 18 | 30267 | 32077 | * | * | * | 4 | 52 | 28700 | 27270 | * | * | * |
| OCCUPATIONAL THERAPY | + | 2 | + | 40750 | | | | + | 18 | + | 29866 | | | |
| PHARMACIST | + | + | + | + | | | | 25 | 28 | 39483 | 39165 | 43000 | 39520 | 37000 |
| PHYSICAL THERAPY | 1 | 1 | 11648 | 11648 | * | * | * | 1 | 4 | 11648 | 19045 | * | * | * |
| RESPIRATORY THERAPY | 1 | 1 | 28000 | 28000 | * | * | * | 1 | 4 | 28000 | 33914 | * | * | * |
| OTHER HEALTH RELATED | + | 6 | + | 24449 | | | | 2 | 55 | 17910 | 24038 | * | * | * |
| **SOCIAL SERVICES** | | | | | | | | | | | | | | |
| ADMINISTRATION | 1 | 3 | 25000 | 18000 | * | * | * | 2 | 18 | 24000 | 20218 | * | * | * |
| COUNSELING | 1 | 9 | 16800 | 18655 | * | * | * | 4 | 43 | 16622 | 16696 | * | * | * |
| FUNDRAISING / DEVELOPMENT | + | 1 | + | 15240 | | | | + | 1 | + | 15240 | | | |
| SOCIAL WORK | + | 10 | + | 16940 | | | | 3 | 33 | 16613 | 17176 | * | * | * |
| **COMPUTER SCIENCE** | | | | | | | | | | | | | | |
| COMPUTER PROGRAMMING | 8 | 130 | 28738 | 28713 | * | * | * | 33 | 361 | 27647 | 28561 | 33000 | 28200 | 23650 |
| INFORMATION SYSTEMS | 6 | 54 | 29820 | 30247 | * | * | * | 19 | 144 | 26650 | 29398 | * | * | * |
| SYSTEMS ANALYSIS & DESIGN | 9 | 87 | 28970 | 29178 | * | * | * | 21 | 221 | 28162 | 29679 | 31000 | 27820 | 26000 |
| **OTHER FUNCTIONAL CATEGORIES** | | | | | | | | | | | | | | |
| ACTUARIAL | + | 3 | + | 29747 | | | | + | 11 | + | 30680 | | | |
| AGRICULTURE/NAT'L RESOURC | 2 | 6 | 15420 | 18863 | * | * | * | 2 | 56 | 15420 | 21504 | * | * | * |
| ARCHITECTURE | + | 2 | + | 27750 | | | | 1 | 8 | 30000 | 26238 | * | * | * |
| CONSULTING | 4 | 87 | 30675 | 29310 | * | * | * | 16 | 230 | 29381 | 28933 | * | * | * |
| HUMAN RESRCS /INDUS RELS | 3 | 15 | 21267 | 20900 | * | * | * | 14 | 57 | 21794 | 22394 | * | * | * |
| MANAGEMENT TRAINEE | 34 | 169 | 22107 | 23850 | 25000 | 21250 | 18851 | 111 | 667 | 21721 | 22560 | 26200 | 21000 | 17100 |
| MATH/STATISTICIANS | 4 | 9 | 23989 | 23633 | * | * | * | 6 | 20 | 22113 | 23651 | * | * | * |
| PARALEGAL | 2 | 2 | 17500 | 17500 | * | * | * | 4 | 7 | 18000 | 18571 | * | * | * |
| RESEARCHERS NON-TECHNICAL | 1 | 5 | 20000 | 22405 | * | * | * | 2 | 7 | 22500 | 23860 | * | * | * |
| RESEARCHERS - TECHNICAL | 2 | 15 | 31350 | 27997 | * | * | * | 2 | 22 | 31350 | 28596 | * | * | * |
| TEACHING | 4 | 69 | 20800 | 20553 | * | * | * | 80 | 382 | 21821 | 20506 | 26000 | 21925 | 18500 |
| TOTALS | 376 | 3249 | | | | | | 996 | 10014 | | | | | |

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SCPA REGIONAL Report No. 3 APRIL 1991
(Data Combined for Men and Women)

# MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

| GRADUATE ALL TYPES OF EMPLOYERS | INTERIM PERIOD 3/8/91 THROUGH 4/5/91 | | | | | | | CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES' | | | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES' | | |
| | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH |
| **BUSINESS** | | | | | | | | | | | | | | |
| ACCOUNTING | 1 | 42 | $34000 | $30421 | * | * | * | 7 | 159 | $30400 | $31213 | * | * | * |
| MBA--NON-TECH | 14 | 83 | 38479 | 38952 | * | * | * | 50 | 222 | 32852 | 35769 | $39000 | $32500 | $24300 |
| MBA--TECH | 2 | 30 | 31250 | 38152 | * | * | * | 5 | 49 | 35120 | 39026 | * | * | * |
| MS-BUSINESS | + | 6 | + | 39587 | | | | + | 12 | + | 45120 | | | |
| ECONOMICS & FINANCE (BANK | + | 51 | + | 43655 | | | | + | 84 | + | 43268 | | | |
| HUMAN RESOURCES (INCL LAB | 3 | 15 | 25838 | 38488 | * | * | * | 4 | 19 | 27379 | 37222 | * | * | * |
| MANAGEMENT INFORMATION SY | + | 3 | + | 30000 | | | | + | 10 | + | 32720 | | | |
| MARKETING/MKTNG MGT (RESE | + | 36 | + | 46381 | | | | 1 | 50 | 42000 | 46019 | * | * | * |
| **COMMUNICATIONS** | | | | | | | | | | | | | | |
| ADVERTISING | + | + | + | + | | | | + | 4 | + | 33250 | | | |
| COMMUNICATIONS | + | + | + | + | | | | 1 | 6 | 32800 | 27460 | * | * | * |
| JOURNALISM | + | + | + | + | | | | + | 2 | + | 21500 | | | |
| **EDUCATION** | | | | | | | | | | | | | | |
| EDUCATION ADMINISTRATION | 1 | 6 | 17000 | 21683 | * | * | * | 5 | 15 | 23017 | 24187 | * | * | * |
| ELEMENTARY EDUCATION | + | 2 | + | 25250 | | | | + | 26 | + | 24472 | | | |
| PHYSICAL EDUCATION | + | 1 | + | 35000 | | | | + | 4 | + | 24500 | | | |
| READING EDUCATION | + | + | + | + | | | | + | 1 | + | 32944 | | | |
| SPECIAL EDUCATION | + | 4 | + | 21319 | | | | + | 9 | + | 23896 | | | |
| **HUMANITIES** | | | | | | | | | | | | | | |
| FOREIGN LANGUAGES | + | 1 | + | 12300 | | | | + | 2 | + | 16650 | | | |
| LETTERS | + | 1 | + | 32500 | | | | 1 | 4 | 24000 | 23500 | * | * | * |
| VISUAL & PERFORMING ARTS | + | 1 | + | 21000 | | | | + | 2 | + | 21163 | | | |
| HUMANITIES - OTHER | + | 1 | + | 20004 | | | | + | 4 | + | 31251 | | | |
| **SOCIAL SCIENCES** | | | | | | | | | | | | | | |
| HISTORY | + | + | + | + | | | | + | + | + | + | | | |
| POLITICAL SCIENCE / GOVT | + | + | + | + | | | | + | + | + | + | | | |
| PSYCHOLOGY | + | 1 | + | 16900 | | | | + | 9 | + | 23945 | | | |
| SOCIOLOGY | + | 1 | + | 20800 | | | | + | 3 | + | 24267 | | | |
| SOCIAL SCIENCES - OTHER | + | + | + | + | | | | 2 | 13 | 23000 | 30853 | * | * | * |
| **ENGINEERING** | | | | | | | | | | | | | | |
| AEROSPACE & AERONAUTICAL | + | + | + | + | | | | + | 8 | + | 35640 | | | |
| AGRICULTURAL | + | + | + | + | | | | + | + | + | + | | | |
| BIOENGINEERING & BIOMEDIC | + | 1 | + | 30000 | | | | + | 1 | + | 30000 | | | |
| CHEMICAL | 1 | 12 | 39500 | 38827 | * | * | * | 1 | 35 | 39500 | 39587 | * | * | * |

continued

SCPA REGIONAL Report No. 3 APRIL 1991

(Data Combined for Men and Women)

# MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

| GRADUATE ALL TYPES OF EMPLOYERS | INTERIM PERIOD 3/8/91 THROUGH 4/5/91 | | | | | | | CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES' | | | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES' | | |
| | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH |
| CIVIL | + | 6 | + | $34617 | | | | 3 | 64 | $38000 | $34902 | * | * | * |
| COMPUTER | + | + | + | + | | | | + | 2 | + | 37400 | | | |
| ELECTRICAL/ELECTRONIC | 2 | 25 | $34545 | 38059 | * | * | * | 2 | 100 | 34545 | 38353 | * | * | * |
| INDUSTRIAL | 1 | 7 | 34000 | 35639 | * | * | * | 1 | 20 | 34000 | 36193 | * | * | * |
| MECHANICAL | 1 | 39 | 31000 | 38484 | * | * | * | 1 | 105 | 31000 | 38121 | * | * | * |
| METALLURGICAL | + | 1 | + | 36000 | | | | + | 17 | + | 37896 | | | |
| MINING & MINERAL | + | 1 | + | 34000 | | | | + | 14 | + | 35007 | | | |
| NUCLEAR | + | + | + | + | | | | + | 2 | + | 37800 | | | |
| PETROLEUM | + | 3 | + | 39567 | | | | + | 23 | + | 43687 | | | |
| TEXTILE | + | + | + | + | | | | + | + | + | + | | | |
| **HEALTH SCIENCES** | | | | | | | | | | | | | | |
| ALLIED HEALTH | + | 3 | + | 21962 | | | | + | 3 | + | 21962 | | | |
| HEALTH SCIENCES | 1 | 10 | 25000 | 26000 | * | * | * | 2 | 13 | 30500 | 26231 | * | * | * |
| NURSING | + | + | + | + | | | | + | + | + | + | | | |
| **SCIENCES** | | | | | | | | | | | | | | |
| AGRICULTURAL & NATL RESOU | + | 2 | + | 27750 | | | | 2 | 6 | 27500 | 26116 | * | * | * |
| ARCHITECTURAL & ENVIRONME | 1 | 1 | 28080 | 28080 | * | * | * | 1 | 1 | 28080 | 28080 | * | * | * |
| BIOLOGICAL | + | 1 | + | 18700 | | | | 2 | 3 | 24679 | 22686 | * | * | * |
| CHEMISTRY | + | 5 | + | 34680 | | | | + | 7 | + | 32486 | | | |
| **COMPUTER SCIENCE** | | | | | | | | | | | | | | |
| COMPUTER SCIENCE | 3 | 19 | 41367 | 39726 | * | * | * | 11 | 70 | 38670 | 37334 | * | * | * |
| **SCIENCES** | | | | | | | | | | | | | | |
| GEOLOGICAL (INCL GEOPHYS) | + | 10 | + | 36222 | | | | + | 25 | + | 36393 | | | |
| MATHEMATICS (INCL ACTUARI | + | 4 | + | 29950 | | | | + | 10 | + | 28620 | | | |
| PHYSICS | + | + | + | + | | | | + | 3 | + | 27219 | | | |
| POLYMER | + | + | + | + | | | | + | + | + | + | | | |
| TOTALS | 31 | 435 | | | | | | 102 | 1241 | | | | | |

# Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

| GRADUATE ALL TYPES OF EMPLOYERS | INTERIM PERIOD 3/8/91 THROUGH 4/5/91 | | | | | | | CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES' | | | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES' | | |
| | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH |
| OVER 1 TO 2 YEARS | | | | | | | | | | | | | | |
| MBA--NON-TECH | 11 | 32 | $47929 | $47233 | * | * | * | 19 | 98 | $42331 | $45306 | * | * | * |
| MBA--TECH | 8 | 17 | 50375 | 49794 | * | * | * | 8 | 31 | 50375 | 48710 | * | * | * |
| OVER 2 TO 4 YEARS | | | | | | | | | | | | | | |
| MBA--NON-TECH | 19 | 73 | 49297 | 50025 | * | * | * | 22 | 133 | 47525 | 48700 | $53000 | $47500 | $37000 |
| MBA--TECH | 8 | 31 | 53250 | 52978 | * | * | * | 8 | 60 | 53250 | 54414 | * | * | * |
| OVER 4 YEARS | | | | | | | | | | | | | | |
| MBA--NON-TECH | 5 | 35 | 48200 | 47809 | * | * | * | 10 | 100 | 45370 | 47425 | * | * | * |
| MBA--TECH | 3 | 24 | 50200 | 55808 | * | * | * | 3 | 54 | 50200 | 51693 | * | * | * |
| TOTALS | 54 | 212 | | | | | | 70 | 476 | | | | | |

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

# DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

| BY CURRICULUM FOR ALL TYPES OF EMPLOYERS | INTERIM PERIOD 3/8/91 THROUGH 4/5/91 | | | | | | | CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES' | | | NUMBER OF OFFERS | | AVERAGE $ OFFERS | | PERCENTILES' | | |
| | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH | REGIONAL | NATIONAL | REGIONAL | NATIONAL | 90TH | 50TH | 10TH |
| **BUSINESS** | | | | | | | | | | | | | | |
| BUSINESS ADMIN & MNGMT. | + | + | + | + | | | | + | + | + | + | | | |
| COMPUTER & INFOR SCIENCES | + | 4 | + | $54750 | | | | + | 9 | + | $54456 | | | |
| ECONOMICS | + | + | + | + | | | | + | + | + | + | | | |
| **EDUCATION** | | | | | | | | | | | | | | |
| EDUCATION ADMINISTRATION | + | + | + | + | | | | + | 5 | + | 37214 | | | |
| **HUMANITIES & SOCIAL SCIENCES** | | | | | | | | | | | | | | |
| ENGLISH | + | + | + | + | | | | 1 | 1 | $30000 | 30000 | * | * | * |
| FOREIGN LANGUAGES | + | + | + | + | | | | 1 | 2 | 45739 | 36870 | * | * | * |
| HUMANITIES | + | + | + | + | | | | + | + | + | + | | | |
| PSYCHOLOGY | + | + | + | + | | | | + | 5 | + | 50540 | | | |
| SOCIOLOGY | + | + | + | + | | | | + | + | + | + | | | |
| SOCIAL SCIENCES | + | + | + | + | | | | 1 | 1 | 30000 | 30000 | * | * | * |
| **ENGINEERING** | | | | | | | | | | | | | | |
| AEROSPACE | + | + | + | + | | | | + | 3 | + | 46027 | | | |
| CHEMICAL | + | 9 | + | 53204 | | | | + | 16 | + | 52235 | | | |
| CIVIL | + | 3 | + | 40332 | | | | + | 6 | + | 41499 | | | |
| COMPUTER | + | + | + | + | | | | + | 2 | + | 52250 | | | |
| ELECTRICAL/ELECTRONIC | + | 2 | + | 58500 | | | | + | 10 | + | 56220 | | | |
| INDUSTRIAL ENGINEERING | + | + | + | + | | | | + | 1 | + | 54000 | | | |
| MECHANICAL | + | 1 | + | 53760 | | | | + | 4 | + | 46041 | | | |
| METALLURGICAL | + | 2 | + | 48600 | | | | + | 10 | + | 46464 | | | |
| **SCIENCES** | | | | | | | | | | | | | | |
| AGRICULTURE & NAT'L RESRC | + | + | + | + | | | | + | 1 | + | 36000 | | | |
| BIOLOGICAL | + | 3 | + | 30333 | | | | 1 | 4 | 33550 | 31138 | * | * | * |
| CHEMISTRY | + | 34 | + | 49370 | | | | + | 49 | + | 48533 | | | |
| GEOLOGICAL (INCL GEOPHYS) | + | 3 | + | 52847 | | | | + | 9 | + | 52871 | | | |
| MATHEMATICS | + | + | + | + | | | | + | 6 | + | 38483 | | | |
| PHYSICS | + | + | + | + | | | | + | 2 | + | 40000 | | | |
| POLYMER | + | 1 | + | 52200 | | | | 1 | 2 | 53400 | 52800 | * | * | * |
| TOTALS | + | 62 | | | | | | 5 | 148 | | | | | |

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | PUBL ACCNTNG | ADVERTISING | ARCHITECTURAL | BANKING (COMME | BANKING (INVES | COMMUNICATION | COMPUTER SFT/D | CONSULT SVCS | ENGINEERING / |
|---|---|---|---|---|---|---|---|---|---|
| ACCOUNTING | 26520 110<br>35000/22600 | | | 22338 4 | | 40000 1 | | | 24600 1 |
| BUSINESS ADMIN (INCL MGMT | 25000 1 | | | 20800 5 | | 26000 1 | 24296 5 | 30000 1 | 20000 1 |
| ECONOM & FINANCE (BANKING | 24880 5 | | | 23031 13 | 20833 6 | 16560 1 | 27867 6 | | |
| HUMAN RSRCS (incl LABOR R | | | | 21500 2 | | | 27000 2 | | |
| MANAGEMENT INFO SYSTEMS | | | | | | 28000 1 | 24787 6 | 28500 1 | |
| MARKETING/MARK MGMT (RESR | 25000 1 | | | 21500 2 | 25000 2 | 28200 5 | 23814 7 | 26000 1 | 25000 1 |
| ADVERTISING | | 18700 4 | | | | 24000 1 | | | |
| COMMUNICATIONS | | 14000 1 | | | | 16000 1 | | | |
| JOURNALISM | | 14000 1 | | | | 22500 2 | | | |
| LETTERS (incl English, Li | | | | | | 17000 1 | 25000 1 | | |
| VISUAL & PERFORMING ARTS | | 35000 1 | | | | | | | |
| HISTORY | | | | 20000 1 | | | | | |
| PSYCHOLOGY | | | | 12720 1 | | 18500 1 | | | |
| SOCIOLOGY | | | | 15000 1 | | | | | |
| SOCIAL SCIENCES-OTHER | | | | 16200 1 | | | | | |
| CIVIL | | | | | | | | 29500 2 | 30033 6 |
| COMPUTER | | | | | | | 30276 5 | | |
| ELECTRICAL/ELECTRONIC | | | 29016 1 | | | 34000 2 | 31600 1 | 28833 3 | 24433 3 |
| INDUSTRIAL | | | | | | 28000 1 | | | |
| MECHANICAL | | | 28600 2 | | | | 33735 2 | 33600 1 | 34300 3 |
| ENGINEERING TECHNOLOGY | | | | | | | 27267 3 | | |
| COMPUTER SCIENCE | | | | 26500 1 | | 30290 2 | 28501 8 | | 21700 2 |
| COMPUTER PROGRAMMING | | | | | 25700 1 | | 30500 5 | 31500 2 | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | PUBL ACCNTNG | ADVERTISING | ARCHITECTURAL | BANKING (COMME | BANKING (INVES | COMMUNICATION | COMPUTER SFT/D | CONSULT SVCS | ENGINEERING / |
|---|---|---|---|---|---|---|---|---|---|
| INFORMATION SCIENCES & SY | | | | | | 29000 1 | 27417 6 | | |
| ARCHITECTURAL & ENVIRONME | | | 30000 1 | | | | | | |
| MATHEMATICS | | | | 25200 1 | | 26200 1 | | 25000 1 | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | FINANCE | HOSPITALITY(AM | HOSPITALITY(HO | INSURANCE | LEGAL SVCS | MERCHANDISING | PERSONNEL SUPP | PROTECTIVE SER | PUBLISHING |
|---|---|---|---|---|---|---|---|---|---|
| ACCOUNTING | | | 20000 1 | 25236 2 | | 18175 4 | | | |
| BUSINESS ADMIN (INCL MGMT | 17500 2 | 18175 4 | 19000 1 | 19667 3 | | 20033 18 | | | |
| ECONOM & FINANCE (BANKING | 21180 10 | | | 23658 6 | 21000 1 | 19767 3 | | | 16000 1 |
| HOTEL/RESTAURANT MGMT. | | 19425 4 | 20233 3 | | | | | | |
| HUMAN RSRCS (incl LABOR R | 16000 1 | | | 22833 17 | 21000 1 | | 16000 1 | | |
| MANAGEMENT INFO SYSTEMS | 23000 1 | | | 26000 1 | | | | | |
| MARKETING/MARK MGMT (RESR | 18000 1 | 20000 1 | 30000 1 | 24250 6 | 20000 5 | 20801 28<br>25000/18000 | 21000 2 | | 20000 1 |
| COMMUNICATIONS | | | | 24375 1 | | 19504 4 | | | 13960 1 |
| JOURNALISM | | | | | | 21000 1 | | | 13000 1 |
| MERCHANDISING MANAGEMENT | | | | | | 20200 4 | | | |
| LETTERS (incl English, Li | | | | | 18500 1 | 24000 1 | | | |
| HUMANITIES - OTHER | | | | 12000 1 | 20000 1 | | | | |
| CRIMINAL JUSTICE | | | | | 16500 1 | | | | |
| HISTORY | | | | | | 19950 2 | | | |
| POLITICAL SCIENCE/GOVT | | | | 26500 2 | | 26500 1 | | | |
| PSYCHOLOGY | | | | | | 23250 3 | | | |
| SOCIOLOGY | | | | | | 10400 1 | | | |
| SOCIAL SCIENCES-OTHER | | | | | 18500 2 | | | | |
| COMPUTER | | | | | 28000 1 | | | | |
| MECHANICAL | | | | | | | 30000 1 | | |
| COMPUTER SCIENCE | | | | 26070 2 | | | | | |
| INFORMATION SCIENCES & SY | 23000 3 | | | 27564 5 | | | | | |
| SYSTEMS ANALYSIS | | | | 24960 1 | | | | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | FINANCE | HOSPITALITY(AM | HOSPITALITY(HO | INSURANCE | LEGAL SVCS | MERCHANDISING | PERSONNEL SUPP | PROTECTIVE SER | PUBLISHING |
|---|---|---|---|---|---|---|---|---|---|
| PHARMACY | | | | | | 40846 19 | | | |
| MATHEMATICS | | | | 35000 1 | | | | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330



| CURRICULUM | REAL ESTATE | RESEARCH ORGAN | TRANSPORTATION | UTILITIES | EDUCATION | FEDERAL GOVERN | LOCAL/STATE GO | HOSPITALS | HEALTH SRVCS ( |
|---|---|---|---|---|---|---|---|---|---|
| ACCOUNTING | | | 24000 2 | 24980 2 | 13250 2 | 21036 6 | 21331 4 | 21500 1 | 21500 1 |
| BUSINESS ADMIN (INCL MGMT | | | 23367 3 | | 20667 3 | 22940 5 | 24000 2 | 20002 2 | |
| ECONOM & FINANCE (BANKING | | | 24000 1 | 22480 2 | | 21537 4 | | | |
| HUMAN RSRCS (incl LABOR R | | | | 23200 1 | | | | | |
| MANAGEMENT INFO SYSTEMS | | | 24948 1 | | | | | | |
| MARKETING/MARK MGMT (RESR | 19200 1 | | 21333 3 | 17000 1 | 21400 2 | | | | |
| REAL ESTATE | 17000 1 | | | | | | 20820 1 | | |
| ADVERTISING | | | | | 28900 1 | | | | |
| JOURNALISM | | | | | 18500 1 | | 21600 1 | | |
| ELEMENTARY EDUCATION | | | | | 22700 38<br>26196/18600 | | | | |
| PRE-ELEMENTARY EDUCATION | | | | | 22035 7 | | | | |
| PHYSICAL EDUCATION | | | | | 21325 6 | | | | |
| SPECIAL EDUCATION | | | | | 22139 4 | | | | |
| HUMAN ECOLOGY (HOME ECONO | | | | 26500 1 | 21500 1 | 21000 1 | | | |
| FOREIGN LANGUAGES | | | | | 18850 1 | | | | |
| LETTERS (incl English, Li | | | | | 18640 5 | | 20400 2 | | |
| VISUAL & PERFORMING ARTS | | | | | 18333 3 | | | | |
| HUMANITIES - OTHER | | | | | | 27500 1 | | | |
| CRIMINAL JUSTICE | | | | | | 17300 1 | 24570 2 | | |
| HISTORY | | | | | | | 30000 1 | | |
| POLITICAL SCIENCE/GOVT | | | | | | 25717 1 | 22667 3 | | |
| PSYCHOLOGY | | | | | | | 20820 1 | | 17000 1 |
| SOCIOLOGY | | | | | | | 19218 1 | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | REAL ESTATE | RESEARCH ORGAN | TRANSPORTATION | UTILITIES | EDUCATION | FEDERAL GOVERN | LOCAL/STATE GO | HOSPITALS | HEALTH SRVCS ( |
|---|---|---|---|---|---|---|---|---|---|
| SOCIAL SCIENCES-OTHER | | | | | 20320 3 | | 15310 2 | | |
| AEROSPACE & AERONAUTICAL | | | | | 27500 2 | | | | |
| CIVIL | | | 29471 7 | 32382 4 | | 26000 1 | 29922 3 | | |
| COMPUTER | | | | | | 26252 2 | | | |
| ELECTRICAL/ELECTRONIC | | | 34284 3 | 31201 9 | 30971 4 | 27095 10 | | | |
| INDUSTRIAL | | | | 29500 1 | | | | | |
| MECHANICAL | | | 31500 2 | 30819 5 | 26000 1 | 24568 3 | 27184 3 | | |
| ANIMAL SCIENCES | | | | | 19500 1 | | | | |
| NATURAL RESOURCES | | | | | | | 17400 1 | | |
| OTHER AGRICULTURAL SCIENC | | | | | | | 22700 1 | | |
| COMPUTER SCIENCE | | 26000 1 | 27600 2 | 29750 2 | 22000 1 | | 17400 2 | | |
| INFORMATION SCIENCES & SY | | | 27300 3 | | | | | | |
| SYSTEMS ANALYSIS | | | | | | | | | 22000 1 |
| ALLIED HEALTH | | | | | | | 14688 1 | 23296 1 | |
| HEALTH SCIENCES | | | | | | | | 13824 2 | |
| NURSING | | | | | | | | 27000 2 | 30400 2 |
| PHARMACY | | | | | | | | 35500 4 | 34500 2 |
| BIOLOGICAL | | 17500 2 | | | 18000 2 | 13440 1 | 20820 1 | | |
| MATHEMATICS | | | | | 20371 2 | 20195 1 | | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

| CURRICULUM | MEMBERSHIP/REL | MUSEUMS & CULT | SOCIAL SRVCS/P | OTHER NON-PROF | AEROSPACE | AGRIBUSINESS & | AUTOMOTIVE & M | BUILDING MATLS | CHEMICAL, DRUG |
|---|---|---|---|---|---|---|---|---|---|
| ACCOUNTING | | | | | 27000 1 | | | | |
| BUSINESS ADMIN (INCL MGMT | | | | | 26000 1 | 25000 1 | | 18000 2 | 30000 1 |
| ECONOM & FINANCE (BANKING | | | | | 25000 1 | | | | 28680 1 |
| MANAGEMENT INFO SYSTEMS | | | | | | 30000 1 | | | |
| MARKETING/MARK MGMT (RESR | | | | | | 25000 1 | 27368 2 | 18000 3 | 27170 9 |
| JOURNALISM | | | | | 19000 1 | | | | |
| LETTERS (incl English, Li | | | | | | | | | 27000 1 |
| HISTORY | | | | | | | | 16800 1 | |
| SOCIOLOGY | | | | 23000 1 | | | | | |
| CHEMICAL | | | | | | | | | 36689 4 |
| CIVIL | | | | | 29184 1 | | | 29433 3 | 32000 1 |
| COMPUTER | | | | | 29000 1 | | | | 35100 1 |
| ELECTRICAL/ELECTRONIC | | | | | 32600 4 | 34690 2 | 32800 1 | 34200 1 | 37092 5 |
| INDUSTRIAL | | | | | 27600 1 | 34750 1 | | 32000 1 | |
| MECHANICAL | | | | | 34500 2 | | 32478 9 | 33667 3 | 35104 11 |
| ENGINEERING TECHNOLOGY | | | | | 20000 1 | | | | |
| AGRIBUSINESS | | | | | | 22500 1 | | | |
| ANIMAL SCIENCES | | | | | | | | 21840 1 | |
| COMPUTER SCIENCE | | | | | | | | | 38400 1 |
| HEALTH SCIENCES | | | 25000 1 | | | | | | |
| ARCHITECTURAL & ENVIRONME | | | | | | | 26500 1 | 29200 1 | |
| CHEMISTRY | | | | | | | | | 18000 1 |
| MATHEMATICS | | | | | | | | | 25800 1 |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | MEMBERSHIP/REL | MUSEUMS & CULT | SOCIAL SRVCS/P | OTHER NON-PROF | AEROSPACE | AGRIBUSINESS & | AUTOMOTIVE & M | BUILDING MATLS | CHEMICAL, DRUG |
|---|---|---|---|---|---|---|---|---|---|
| PHYSICS | | | | | | | | 28500 1 | 32000 1 |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | COMPUTER & BUS | | ELECTR & ELECT | | FOOD & BEVERAG | | HOUSEHOLD & PE | | METALS & METAL | | MINING | | PACKAGING & AL | | PAPER & WOOD P | | PETROLEUM & AL | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| ACCOUNTING | 26700 | 2 | 28300 | 2 | | | | | 2680[illegible] | 1 | | | | | 26000 | 3 | | |
| BUSINESS ADMIN (INCL MGMT | 30000 | 1 | 28500 | 1 | 30000 | 1 | | | | | | | | | | | 26000 | 1 |
| ECONOM & FINANCE (BANKING | | | 24000 | 1 | | | | | | | | | | | 26800 | 2 | | |
| MANAGEMENT INFO SYSTEMS | | | | | | | | | | | | | | | | | 17100 | 1 |
| MARKETING/MARK MGMT (RESR | 23100 | 3 | 25386 | 2 | | | 26375 | 4 | | | | | | | | | 26400 | 5 |
| ADVERTISING | | | | | | | | | | | | | 18500 | 1 | | | | |
| COMMUNICATIONS | | | | | 32500 | 1 | | | | | | | | | | | | |
| TELECOMMUN/BROADCASTING | | | | | 24000 | 1 | | | | | | | | | | | | |
| HISTORY | | | | | | | 25000 | 1 | | | | | | | | | | |
| POLITICAL SCIENCE/GOVT | | | 27000 | 1 | 24000 | 1 | | | | | | | | | | | | |
| SOCIOLOGY | | | | | 18000 | 1 | | | | | | | | | | | | |
| SOCIAL SCIENCES-OTHER | | | | | 22500 | 1 | | | | | | | | | | | | |
| CHEMICAL | | | | | | | | | | | | | | | 37935 | 3 | | |
| CIVIL | | | | | | | | | | | | | | | 37000 | 1 | 38400 | 1 |
| COMPUTER | | | 32673 | 3 | | | | | | | | | | | | | | |
| ELECTRICAL/ELECTRONIC | 33063 | 7 | 32921 | 8 | | | | | 31200 | 2 | | | | | 37241 | 5 | 37800 | 1 |
| INDUSTRIAL | 32500 | 1 | 33900 | 2 | 34000 | 1 | | | | | | | | | | | | |
| MECHANICAL | 26000 | 1 | 30100 | 4 | | | | | 28800 | 2 | 32000 | 1 | 32450 | 2 | 35377 | 4 | 34800 | 2 |
| METALLURGICAL | | | | | | | | | 32400 | 1 | | | | | | | | |
| ENGINEERING TECHNOLOGY | | | 25500 | 2 | 29000 | 1 | | | | | | | | | | | | |
| AGRIBUSINESS | | | | | | | | | 16500 | 1 | | | | | | | | |
| OTHER AGRICULTURAL SCIENC | | | | | 21500 | 1 | | | | | | | 35000 | 1 | | | | |
| COMPUTER SCIENCE | 31750 | 2 | 34000 | 1 | | | | | 33000 | 1 | | | | | | | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

| CURRICULUM | COMPUTER & BUS | ELECTR & ELECT | FOOD & BEVERAG | HOUSEHOLD & PE | METALS & METAL | MINING | PACKAGING & AL | PAPER & WOOD P | PETROLEUM & AL |
|---|---|---|---|---|---|---|---|---|---|
| COMPUTER PROGRAMMING | 34000 1 | 31200 1 | | | | | | | |
| INFORMATION SCIENCES & SY | | 27200 1 | | | | | | | |
| CHEMISTRY | | | | | | | | | 31500 1 |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330



| CURRICULUM | PRINTING | RUBBER PRODUCT | SCIENTIFIC & I | STONE, CLAY, G | TEXTILES & APP | WIDELY DIVERSI | OTHER EMPLOYER |
|---|---|---|---|---|---|---|---|
| ACCOUNTING | | | | 18000 2 | 22750 2 | | 18750 2 |
| BUSINESS ADMIN (INCL MGMT | | | | | 26805 4 | | 23950 3 |
| ECONOM & FINANCE (BANKING | | | | | 26333 3 | | 24000 2 |
| MANAGEMENT INFO SYSTEMS | | | | | 27750 2 | | |
| MARKETING/MARK MGMT (RESR | 18000 1 | 30000 1 | 22000 1 | | 25850 2 | 25500 3 | 23312 9 |
| ADVERTISING | 26000 1 | | | | | 13000 1 | |
| COMMUNICATIONS | | | | | | | 25000 1 |
| JOURNALISM | | | | | | | 13200 2 |
| HUMAN ECOLOGY (HOME ECONO | | | 21000 1 | | | | 17500 1 |
| TEXTILES & CLOTHING | | | | | 25325 4 | | |
| LETTERS (incl English, Li | | | | | | | 19250 2 |
| POLITICAL SCIENCE/GOVT | 18000 1 | | | 20000 1 | | | |
| PSYCHOLOGY | 12553 2 | | | | | | |
| SOCIOLOGY | | | | | | | 23000 1 |
| AEROSPACE & AERONAUTICAL | | | | | | | 28768 2 |
| CHEMICAL | | | | | 36750 2 | | 33200 2 |
| ELECTRICAL/ELECTRONIC | | 33000 1 | 35400 1 | | 34800 1 | 29200 2 | |
| INDUSTRIAL | | | | | 32000 1 | 32800 1 | 28000 1 |
| MECHANICAL | | 31000 1 | 31500 2 | | 30000 1 | 31513 3 | 30638 8 |
| METALLURGICAL | | | | 31000 2 | | | |
| ENGINEERING TECHNOLOGY | | | | | | | 33400 1 |
| COMPUTER SCIENCE | | | | | 28325 2 | | 32000 1 |
| CHEMISTRY | | | | 31200 1 | | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | PRINTING | RUBBER PRODUCT | SCIENTIFIC & I | STONE, CLAY, G | TEXTILES & APP | WIDELY DIVERSI | OTHER EMPLOYER |
|---|---|---|---|---|---|---|---|
| MATHEMATICS | | | | | 22724 1 | | 32200 1 |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | PUBL ACCNTNG | ADVERTISING | ARCHITECTURAL | BANKING (COMME | BANKING (INVES | COMMUNICATION | COMPUTER SFT/D | CONSULT SVCS | ENGINEERING / |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 26424 117<br>35000/22600 | 19686 7 | | 21422 30<br>25500/16200 | 21875 8 | 24804 15 | 25300 27<br>33000/20000 | 28[illegible] 3 | 23200 3 |
| BACHELOR - TECHNICAL | | | 29054 4 | 25850 2 | 25700 1 | 30254 7 | 29242 30<br>38000/23500 | 29678 9 | 28557 14 |

| CURRICULUM | FINANCE | HOSPITALITY(AM | HOSPITALITY(HO | INSURANCE | LEGAL SVCS | MERCHANDISING | PERSONNEL SUPP | PROTECTIVE SER | PUBLISHING |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 20253 15 | 18933 9 | 21617 6 | 23088 39<br>35000/20000 | 19500 12 | 20363 70<br>26500/17000 | 19333 3 | | 15740 4 |
| BACHELOR - TECHNICAL | 23000 3 | | | 27769 9 | 28000 1 | 40846 19 | 30000 1 | | |

| CURRICULUM | REAL ESTATE | RESEARCH ORGAN | TRANSPORTATION | UTILITIES | EDUCATION | FEDERAL GOVERN | LOCAL/STATE GO | HOSPITALS | HEALTH SRVCS ( |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 18100 2 | | 23105 10 | 23089 7 | 21593 79<br>28900/16800 | 22031 19 | 21717 20<br>30000/18852 | 20501 3 | 19250 2 |
| BACHELOR - TECHNICAL | | 20333 3 | 29956 17 | 31116 21<br>36948/29000 | 24856 13 | 25377 18 | 23477 12 | 27438 9 | 30360 5 |

| CURRICULUM | MEMBERSHIP/REL | MUSEUMS & CULT | SOCIAL SRVCS/P | OTHER NON-PROF | AEROSPACE | AGRIBUSINESS & | AUTOMOTIVE & M | BUILDING MATLS | CHEMICAL, DRUG |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | | | | 23000 1 | 24250 4 | 26667 3 | 27368 2 | 17800 6 | 27518 12 |
| BACHELOR - TECHNICAL | | | 25000 1 | | 30518 10 | 31658 4 | 31964 11 | 30458 11 | 34602 26<br>42000/32000 |

| CURRICULUM | COMPUTER & BUS | ELECTR & ELECT | FOOD & BEVERAG | HOUSEHOLD & PE | METALS & METAL | MINING | PACKAGING & AL | PAPER & WOOD P | PETROLEUM & AL |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 25450 6 | 26696 7 | 25167 6 | 26100 5 | 26820 1 | | 18500 1 | 26320 5 | 25014 7 |
| BACHELOR - TECHNICAL | 32287 12 | 31499 22<br>36600/27200 | 28167 3 | | 28843 7 | 32000 1 | 33300 3 | 36809 13 | 35460 5 |

| CURRICULUM | PRINTING | RUBBER PRODUCT | SCIENTIFIC & I | STONE, CLAY, G | TEXTILES & APP | WIDELY DIVERSI | OTHER MANUFACT |
|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 17421 5 | 30000 1 | 21500 2 | 18667 3 | 25895 17 | 22375 4 | |
| BACHELOR - TECHNICAL | | 32000 2 | 32800 3 | 31067 3 | 31209 8 | 30957 6 | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | PUBL ACCNTNG | ADVERTISING | ARCHITECTURAL | BANKING (COMME | BANKING (INVES | COMMUNICATION | COMPUTER SFT/D | CONSULT SVCS | ENGINEERING / |
|---|---|---|---|---|---|---|---|---|---|
| MBA--NON-TECH | 33813 8 | | | 39600 5 | | 32425 4 | 29680 5 | 37333 6 | |
| MBA--TECH | | | | | | | | | |

| CURRICULUM | FINANCE | HOSPITALITY(AM | HOSPITALITY(HO | INSURANCE | LEGAL SVCS | MERCHANDISING | PERSONNEL SUPP | PROTECTIVE SER | PUBLISHING |
|---|---|---|---|---|---|---|---|---|---|
| MBA--NON-TECH | | | 28100 5 | 40000 2 | | | | | |
| MBA--TECH | 30000 1 | | | | | | | | |

| CURRICULUM | REAL ESTATE | RESEARCH ORGAN | TRANSPORTATION | UTILITIES | EDUCATION | FEDERAL GOVERN | LOCAL/STATE GO | HOSPITALS | HEALTH SRVCS ( |
|---|---|---|---|---|---|---|---|---|---|
| MBA--NON-TECH | | | 37200 1 | 22800 2 | | 30002 1 | 20280 1 | 30000 1 | |
| MBA--TECH | | | | | | | | | |

| CURRICULUM | MEMBERSHIP/REL | MUSEUMS & CULT | SOCIAL SRVCS/P | OTHER NON-PROF | AEROSPACE | AGRIBUSINESS & | AUTOMOTIVE & M | BUILDING MATLS | CHEMICAL, DRUG |
|---|---|---|---|---|---|---|---|---|---|
| MBA--NON-TECH | | | | | | | 34800 1 | | 45000 1 |
| MBA--TECH | | | | | 38500 1 | | | | 35700 3 |

| CURRICULUM | COMPUTER & BUS | ELECTR & ELECT | FOOD & BEVERAG | HOUSEHOLD & PE | METALS & METAL | MINING | PACKAGING & AL | PAPER & WOOD P | PETROLEUM & AL |
|---|---|---|---|---|---|---|---|---|---|
| MBA--NON-TECH | 39000 1 | | | | | | | | 33300 1 |
| MBA--TECH | | | | | | | | | |

| CURRICULUM | PRINTING | RUBBER PRODUCT | SCIENTIFIC & I | STONE, CLAY, G | TEXTILES & APP | WIDELY DIVERSI | OTHER EMPLOYER |
|---|---|---|---|---|---|---|---|
| MBA--NON-TECH | | | | | 38000 1 | 30000 1 | 22767 3 |
| MBA--TECH | | | | | | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

| CURRICULUM | ACCOUNTING (PU | ACCOUNTING (PR | COMMERCIAL BAN | COMMERCIAL BAN | INVESTMT BANKI | INVESTMT BANKN | INVESTMT BANKG | INVESTMT BANKG | FINANCIAL/TREA |
|---|---|---|---|---|---|---|---|---|---|
| ACCOUNTING | 26594 102<br>35000/24000 | 22869 46<br>30000/17000 | 18850 1 | | | | | | 21181 4 |
| BUSINESS ADMIN (INCL MGMT | | 22176 3 | 20333 3 | | | | | | 28500 1 |
| ECONOM & FINANCE (BANKING | 23725 4 | 21687 3 | 23111 9 | | 22500 2 | | 17500 1 | | 24167 6 |
| HUMAN RSRCS (incl LABOR R | | | | | | | | | 25000 1 |
| MARKETING/MARK MGMT (RESR | | | 23500 1 | | 31500 1 | | | 18500 1 | 27000 1 |
| PSYCHOLOGY | | | | | | | | | 12720 1 |
| SOCIOLOGY | | | 15000 1 | | | | | | |
| INFORMATION SCIENCES & SY | | 18000 1 | | | | | | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22980 / 10th: 18330



| CURRICULUM | PORTFOLIO MGMT | | UNDERWRITING | | INSURANCE - CL | | DESIGN/GRAPHIC | | MEDIA PLANNING | | REPORTING | | PRODUCTION | | PUBLIC RELATIO | | WRITING / EDIT | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| BUSINESS ADMIN (INCL MGMT | 20000 | 1 | 18000 | 1 | 20667 | 3 | | | | | | | | | | | | |
| ECONOM & FINANCE (BANKING | 20667 | 3 | 23333 | 3 | 24950 | 1 | | | | | | | | | | | | |
| HUMAN RSRCS (incl LABOR R | | | 22600 | 5 | 21631 | 5 | | | | | | | | | | | | |
| MANAGEMENT INFO SYSTEMS | | | 26000 | 1 | | | | | | | | | | | | | | |
| MARKETING/MARK MGMT (RESR | 25000 | 1 | 23375 | 4 | 22000 | 1 | | | | | | | | | | | | |
| ADVERTISING | | | | | | | 15000 | 1 | | | | | | | 28900 | 1 | | |
| COMMUNICATIONS | | | | | 24375 | 1 | 14000 | 1 | | | 13960 | 1 | 14016 | 1 | | | | |
| JOURNALISM | | | | | | | | | 18500 | 1 | 11900 | 2 | | | 18600 | 2 | | |
| LETTERS (incl English, Li | | | | | | | | | | | | | | | | | 22750 | 2 |
| VISUAL & PERFORMING ARTS | | | | | | | 22700 | 2 | | | | | | | | | | |
| HUMANITIES - OTHER | | | 12000 | 1 | | | | | | | | | | | | | | |
| POLITICAL SCIENCE/GOVT | | | | | 18000 | 1 | | | | | | | | | 25717 | 1 | | |

AVERAGE SALARY OFFERS — APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT — Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION — CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 — 90th: 22080 / 10th: 18330 — PART 3 - PAGE 1

| CURRICULUM | ADVERTISING | BRAND/PRODUCT | BUYER/MERCHAND | DISTRIBUTION | MARKET RESEARC | PURCHASING | SALES | EXECUTIVE, LEG | FINANC,TAXA, M |
|---|---|---|---|---|---|---|---|---|---|
| ACCOUNTING | | | | | | | 40000 1 | | 23000 1 |
| BUSINESS ADMIN (INCL MGMT | | 28500 2 | 25000 1 | 18000 1 | 30000 1 | 26000 1 | 22900 5 | | 24217 3 |
| ECONOM & FINANCE (BANKING | | 21500 1 | | | | | 24336 5 | | 23908 3 |
| HUMAN RSRCS (incl LABOR R | | 21000 1 | | | | | 22571 7 | | |
| MARKETING/MARK MGMT (RESR | | 21474 10 | 21500 5 | 26333 3 | 24050 8 | | 23851 51<br>35000/18000 | | |
| ADVERTISING | 14750 2 | | | | | 18500 1 | 22433 3 | | |
| COMMUNICATIONS | | | | | | | 24500 3 | | |
| JOURNALISM | | | | 28000 1 | | | | | |
| TELECOMMUN/BROADCASTING | | | | | | | 24000 1 | | |
| HUMAN ECOLOGY (HOME ECONO | | | | | | | 21667 3 | | |
| TEXTILES & CLOTHING | | | | | | | 28500 1 | | |
| MERCHANDISING MANAGEMENT | | | 22500 1 | | | | | | |
| LETTERS (incl English, Li | | | 24000 1 | 17000 1 | | | 27000 1 | | |
| CRIMINAL JUSTICE | | | | | | | | 17300 1 | |
| HISTORY | | | 18900 1 | | | | 25000 1 | | |
| POLITICAL SCIENCE/GOVT | | | | | | | 21000 2 | | |
| PSYCHOLOGY | | | | | | | 17151 4 | | |
| SOCIOLOGY | | | | | | | 16700 2 | | |
| CIVIL | | 31000 1 | | | | | | | |
| INDUSTRIAL | | 31800 1 | | | | | | | |
| MECHANICAL | | | | | | | 32350 4 | | |
| ANIMAL SCIENCES | | | | | | | 21840 1 | | |
| COMPUTER SCIENCE | | | | | | | | | 16800 1 |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330



| CURRICULUM | ADVERTISING | BRAND/PRODUCT | BUYER/MERCHAND | DISTRIBUTION | MARKET RESEARC | PURCHASING | SALES | | EXECUTIVE, LEG | FINANC,TAXA, M |
|---|---|---|---|---|---|---|---|---|---|---|
| ARCHITECTURAL & ENVIRONME | | | | | | | 26500 | 1 | | |
| PHYSICS | | | | | | | 30250 | 2 | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330



| CURRICULUM | ECONOMIC PROGR | | LAW ENFORCEMEN | | MILITARY | | NATIONAL SECUR | URBAN / REGION | | BIOENGINEERING | DESIGN / CONST | | ENVIRONMENTAL/ | | MANUFACTURING/ | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| BUSINESS ADMIN (INCL MGMT | 24000 | 1 | | | 25013 | 2 | | | | | | | | | | |
| ECONOM & FINANCE (BANKING | 24000 | 1 | 16000 | 1 | 21013 | 2 | | | | | | | | | | |
| MARKETING/MARK MGMT (RESR | | | 23500 | 4 | | | | | | | | | | | | |
| REAL ESTATE | | | | | | | | 18910 | 2 | | | | | | | |
| HUMAN ECOLOGY (HOME ECONO | | | | | 21000 | 1 | | | | | | | | | | |
| CRIMINAL JUSTICE | | | 21000 | 1 | 28140 | 1 | | | | | | | | | | |
| HISTORY | | | | | 30000 | 1 | | | | | | | | | | |
| POLITICAL SCIENCE/GOVT | | | 21500 | 2 | | | | | | | | | | | | |
| CHEMICAL | | | | | | | | | | | | | | | 36000 | 1 |
| CIVIL | | | | | | | | 32000 | 1 | | 29779 | 16 | 34389 | 4 | | |
| COMPUTER | | | | | | | | | | | 34050 | 2 | | | | |
| ELECTRICAL/ELECTRONIC | | | 30200 | 1 | | | | | | | 31035 | 9 | 34000 | 1 | 32164 | 11 |
| INDUSTRIAL | | | | | | | | | | | 31000 | 2 | | | 32150 | 5 |
| MECHANICAL | | | | | | | | | | | 29853 | 12 | 30408 | 2 | 31960 | 19 |
| METALLURGICAL | | | | | | | | | | | 32400 | 1 | | | | |
| ENGINEERING TECHNOLOGY | | | | | | | | | | | 29000 | 1 | | | 26133 | 3 |
| ARCHITECTURAL & ENVIRONME | | | | | | | | | | | 29200 | 1 | | | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330



| CURRICULUM | SYSTEMS / PROG | POWER SYSTEMS | SOFTWARE DESIG | HARDWARE DESIG | RESEARCH & DEV | TESTING | PROCESS ENGINE | PROJECT ENGINE | OTHER ENGINEER |
|---|---|---|---|---|---|---|---|---|---|
| ECONOM & FINANCE (BANKING | 28200 1 | | | | | | | | |
| HUMAN RSRCS (incl LABOR R | | | | | | | | | 24000 1 |
| JOURNALISM | 19000 1 | | | | | | | | |
| POLITICAL SCIENCE/GOVT | | | | | | | | 27000 1 | |
| AEROSPACE & AERONAUTICAL | | | 28768 2 | 27500 1 | | | | | |
| CHEMICAL | | | | | | | 36242 6 | 36751 4 | |
| CIVIL | | 28522 1 | | | | 29184 1 | | | 33474 2 |
| COMPUTER | 33793 3 | | 24000 1 | 27707 3 | | 34400 1 | | 29000 1 | |
| ELECTRICAL/ELECTRONIC | 30800 2 | 30947 7 | 30103 3 | 32257 6 | 34940 7 | 26343 3 | 35700 2 | 34296 10 | 31480 12 |
| INDUSTRIAL | | | | | 30533 3 | | | | |
| MECHANICAL | | 32587 3 | 33300 1 | 33585 2 | 34492 8 | 26252 1 | | 31491 18 | 31679 7 |
| METALLURGICAL | | | | | | | 31000 2 | | |
| ENGINEERING TECHNOLOGY | 28800 1 | | | 26000 1 | | | | | |
| OTHER AGRICULTURAL SCIENC | | | | | 35000 1 | | | | |
| COMPUTER SCIENCE | | | 30250 2 | | | | | 33500 1 | |
| COMPUTER PROGRAMMING | 31500 1 | | 31200 1 | | | | | | |
| CHEMISTRY | | | | | 18000 1 | | | | |
| MATHEMATICS | 25200 1 | | | | | | | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | ADMINISTRATIVE | INDUSTRIAL HYG | MEDICAL TECHNO | NURSES / PERSO | OCCUPATIONAL T | PHARMACIST | PHYSICAL THERA | RESPIRATORY TH | OTHER HEALTH R |
|---|---|---|---|---|---|---|---|---|---|
| MANAGEMENT INFO SYSTEMS | 28000 1 | | | | | | | | |
| COMPUTER | | | | | | | | 28000 1 | |
| SYSTEMS ANALYSIS | 22000 1 | | | | | | | | |
| ALLIED HEALTH | | | 23296 1 | | | | | | |
| HEALTH SCIENCES | | | 16000 1 | | | | 11648 1 | | |
| NURSING | | | | 28700 4 | | | | | |
| PHARMACY | | | | | | 39483 25<br>44000/37000 | | | |
| BIOLOGICAL | | | | | | | | | 17910 2 |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | ADMINISTRATION | COUNSELING | FUNDRAISING / | SOCIAL WORK | COMPUTER PROGR | INFORMATION SY | SYSTEMS ANALYS | ACTUARIAL | AGRICULTURE/NA |
|---|---|---|---|---|---|---|---|---|---|
| BUSINESS ADMIN (INCL MGMT | | | | | | 21240 2 | | | |
| ECONOM & FINANCE (BANKING | | | | | 28200 1 | | 27900 2 | | |
| MANAGEMENT INFO SYSTEMS | | | | | 27000 2 | 23891 6 | 30607 3 | | |
| MARKETING/MARK MGMT (RESR | | 16800 1 | | | 28200 1 | | | | |
| PSYCHOLOGY | | 17000 1 | | | | | | | |
| SOCIOLOGY | 23000 1 | | | 19218 1 | | | | | |
| SOCIAL SCIENCES-OTHER | | | | 15310 2 | | | | | |
| AEROSPACE & AERONAUTICAL | | | | | 27500 1 | | | | |
| CIVIL | | | | | | | 28667 3 | | |
| COMPUTER | | | | | 26000 1 | | | | |
| ELECTRICAL/ELECTRONIC | | | | | | | 27332 1 | | |
| MECHANICAL | | | | | 33000 1 | | | | |
| ENGINEERING TECHNOLOGY | | | | | 26500 2 | | | | |
| AGRIBUSINESS | | | | | 16500 1 | | | | |
| NATURAL RESOURCES | | | | | | | | | 17400 1 |
| COMPUTER SCIENCE | | 18000 1 | | | 27788 13 | 30377 7 | 28200 5 | | |
| COMPUTER PROGRAMMING | | | | | 29175 4 | | 31000 1 | | |
| INFORMATION SCIENCES & SY | | | | | 28360 5 | 26970 4 | 26407 6 | | |
| ALLIED HEALTH | | 14688 1 | | | | | | | |
| HEALTH SCIENCES | 25000 1 | | | | | | | | |
| BIOLOGICAL | | | | | | | | | 13440 1 |
| MATHEMATICS | | | | | 26200 1 | | | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330



| CURRICULUM | ARCHITECTURE | CONSULTING | HUMAN RESRCS / | MANAGEMENT TRA | MATH/STATISTIC | PARALEGAL | RESEARCHERS NO | RESEARCHERS - | TEACHING |
|---|---|---|---|---|---|---|---|---|---|
| ACCOUNTING | | | | 23000 1 | | | | | |
| BUSINESS ADMIN (INCL MGMT | | 27500 2 | 23167 3 | 21028 35<br>30000/17500 | | | | | 21000 2 |
| ECONOM & FINANCE (BANKING | | 26625 4 | | 22264 15 | 14000 1 | | | | |
| HOTEL/RESTAURANT MGMT. | | | | 19771 7 | | | | | |
| HUMAN RSRCS (incl LABOR R | | 30000 1 | 20550 4 | | | | | | |
| MANAGEMENT INFO SYSTEMS | | | | 19300 2 | | | | | |
| MARKETING/MARK MGMT (RESR | | 26000 1 | 24600 3 | 21349 19 | | | | | 26000 1 |
| ADVERTISING | | | | 26000 1 | | | | | |
| COMMUNICATIONS | | | | 21333 3 | | | | | |
| JOURNALISM | | | | 17333 3 | | | | | |
| ELEMENTARY EDUCATION | | | | | | | | | 22700 38<br>26196/18600 |
| PRE-ELEMENTARY EDUCATION | | | | | | | | | 22035 7 |
| PHYSICAL EDUCATION | | | | | | | | | 21325 6 |
| SPECIAL EDUCATION | | | | | | | | | 22139 6 |
| HUMAN ECOLOGY (HOME ECONO | | | | | | | | | 21500 1 |
| TEXTILES & CLOTHING | | | | 24267 3 | | | | | |
| MERCHANDISING MANAGEMENT | | | | 19433 3 | | | | | |
| FOREIGN LANGUAGES | | | | | | | | | 18850 1 |
| LETTERS (incl English, Li | | | 19400 2 | | | 18500 1 | | | 18867 6 |
| VISUAL & PERFORMING ARTS | | | | | | | | | 22300 2 |
| HUMANITIES - OTHER | | | | 27500 1 | | 20000 1 | | | |
| CRIMINAL JUSTICE | | | | | | 16500 1 | | | |
| HISTORY | | | | 19267 3 | | | | | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

| CURRICULUM | ARCHITECTURE | CONSULTING | HUMAN RESRCS / | MANAGEMENT TRA | MATH/STATISTIC | PARALEGAL | RESEARCHERS NO | RESEARCHERS - | TEACHING |
|---|---|---|---|---|---|---|---|---|---|
| POLITICAL SCIENCE/GOVT | | | 20000 1 | 30750 2 | | | 25000 1 | | |
| PSYCHOLOGY | | | 20820 1 | 22375 2 | | | | | |
| SOCIOLOGY | | | | 18000 1 | | | | | |
| SOCIAL SCIENCES-OTHER | | | | 19567 3 | | 17000 1 | | | 20320 3 |
| CIVIL | | | | 28000 1 | | | | | |
| ELECTRICAL/ELECTRONIC | | 29750 2 | | | | | | | |
| INDUSTRIAL | | | | 32800 1 | | | | | |
| MECHANICAL | | 35900 1 | | | | | | | |
| AGRIBUSINESS | | | | 22500 1 | | | | | |
| ANIMAL SCIENCES | | | | | | | | | 19500 1 |
| OTHER AGRICULTURAL SCIENC | | | | 21500 1 | | | | | 22700 1 |
| COMPUTER SCIENCE | | | | | | | | | 22000 1 |
| COMPUTER PROGRAMMING | | 32000 3 | | | | | | | |
| INFORMATION SCIENCES & SY | | 29000 1 | | 27150 2 | | | | | |
| SYSTEMS ANALYSIS | | | | | 24960 1 | | | | |
| ARCHITECTURAL & ENVIRONME | 30000 1 | | | | | | | | |
| BIOLOGICAL | | | | | | | 20000 1 | | 18000 2 |
| CHEMISTRY | | | | | | | | 31350 2 | |
| MATHEMATICS | | 32200 1 | | 35000 1 | 23430 4 | | | | 20371 2 |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330



| CURRICULUM | ACCOUNTING (PU | ACCOUNTING (PR | COMMERCIAL BAN | COMMERCIAL BAN | INVESTMT BANKI | INVESTMT BANKN | INVESTMT BANKG | INVESTMT BANKG | FINANCIAL/TREA |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 26486 106<br>35000/24000 | 22761 52<br>30000/17000 | 21757 15 | | 25500 3 | | 17500 1 | 18500 1 | 23067 14 |
| BACHELOR - TECHNICAL | | 18000 1 | | | | | | | |

| CURRICULUM | PORTFOLIO MGMT | UNDERWRITING | INSURANCE - CL | DESIGN/GRAPHIC | MEDIA PLANNING | REPORTING | PRODUCTION | PUBLIC RELATIO | WRITING / EDIT |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 21400 5 | 22187 15 | 21623 12 | 18600 4 | 18500 1 | 12587 3 | 14016 1 | 22954 4 | 22750 2 |
| BACHELOR - TECHNICAL | | | | | | | | | |

| CURRICULUM | ADVERTISING | BRAND/PRODUCT | BUYER/MERCHAND | DISTRIBUTION | MARKET RESEARC | PURCHASING | SALES | EXECUTIVE, LEG | FINANC,TAXA, M |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 14750 2 | 22445 14 | 21989 9 | 23667 6 | 24711 9 | 22250 2 | 23388 90<br>40000/17500 | 17300 1 | 23910 7 |
| BACHELOR - TECHNICAL | | 31400 2 | | | | | 29780 8 | | 16800 1 |

| CURRICULUM | ECONOMIC PROGR | LAW ENFORCEMEN | MILITARY | NATIONAL SECUR | URBAN / REGION | BIOENGINEERING | DESIGN / CONST | ENVIRONMENTAL/ | MANUFACTURING/ |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 24000 2 | 21750 8 | 24456 7 | | 18910 2 | | | | |
| BACHELOR - TECHNICAL | | 30200 1 | | | 32000 1 | | 30335 44<br>36000/26000 | 33196 7 | 31697 39<br>38850/26000 |

| CURRICULUM | SYSTEMS / PROG | POWER SYSTEMS | SOFTWARE DESIG | HARDWARE DESIG | RESEARCH & DEV | TESTING | PROCESS ENGINE | PROJECT ENGINE | GRADUATE DEVEL |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 23600 2 | | | | | | | 27000 1 | |
| BACHELOR - TECHNICAL | 31060 8 | 31174 11 | 29684 10 | 30564 13 | 33256 20<br>42000/27600 | 28144 6 | 35085 10 | 32921 34<br>38004/28000 | |

| CURRICULUM | ADMINISTRATIVE | INDUSTRIAL HYG | MEDICAL TECHNO | NURSES / PERSO | OCCUPATIONAL T | PHARMACIST | PHYSICAL THERA | RESPIRATORY TH | PARAMEDIC |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 28000 1 | | | | | | | | |
| BACHELOR - TECHNICAL | 22000 1 | | 19648 2 | 28700 4 | | 39483 25<br>44000/37000 | 11648 1 | 28000 1 | |

AVERAGE SALARY OFFERS APRIL 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PAGE 2

| CURRICULUM | ADMINISTRATION | COUNSELING | FUNDRAISING / | SOCIAL WORK | COMPUTER PROGR | INFORMATION SY | SYSTEMS ANALYS | ACTUARIAL | AGRICULTURE/NA |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | 23000 1 | 16900 2 | | 16613 3 | 27600 4 | 23229 8 | 29524 5 | | |
| BACHELOR - TECHNICAL | 25000 1 | 16344 2 | | | 27653 29<br>38000/19000 | 29138 11 | 27736 16 | | 15420 2 |

| CURRICULUM | ARCHITECTURE | CONSULTING | HUMAN RESRCS / | MANAGEMENT TRA | MATH/STATISTIC | PARALEGAL | RESEARCHERS NO | RESEARCHERS - | TEACHING |
|---|---|---|---|---|---|---|---|---|---|
| BACHELOR - NON TECHNICAL | | 27188 8 | 21794 14 | 21316 104<br>35000/17000 | 14000 1 | 18000 4 | 25000 1 | | 21983 73<br>26196/18700 |
| BACHELOR - TECHNICAL | 30000 1 | 31575 8 | | 27729 7 | 23736 5 | | 20000 1 | 31350 2 | 20134 7 |